

## Message Text

SECRET

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44

ORIGIN NEA-10

INFO OCT-01 ISO-00 PM-04 NSC-05 SP-02 SS-15 L-03 CIAE-00

INR-07 NSAE-00 DODE-00 OMB-01 EB-07 MC-02 SSO-00

NSCE-00 INRE-00 /057 R

DRAFTED BY NEA/ARN:DDEAN:HE

APPROVED BY NEA:HHAUNDERS

PM - MR. STERN

OSD/ISA - APRADOS (SUBS)

DSAA - CPERKINS (SUBS)

NEA/ARN - ARDAY

----- 040289

O 181935Z OCT 75

FM SECSTATE WASHDC

TO AMEMBASSY AMMAN IMMEDIATE

S E C R E T STATE 248465

E.O. 11652: XGDS-3

TAGS: MASS, JO, US

SUBJECT:C-130 SALE

REFS: (A) AMMAN 6880, (B) AMMAN 6778, (C) STATE 236537

FOR AMBASSADOR FROM SAUNDERS

1. AFTER REVIEWING THE PRICING PROBLEM, IN LIGHT OF REFS  
(B) AND (C), WE BELIEVE YOU SHOULD URGE THE JORDANIANS TO  
SIGN THE C-130 LOA WITH ITS PRESENT PRICES.

2. AS YOU POINT OUT, AN EXCEPTION TO THE WORLD-WIDE  
PRICING POLICY WOULD TEND TO UNDERMINE THE PRICING POLICY  
WITH THE GOJ. IT WOULD ALSO CREATE A PRBCEDENT OTHER  
GOVERNMENTS COULD USE TO PRESS FOR EXCEPTIONS. WE BELIEVE  
THAT THE PRICING FORMULA, DOD'S POLICY, AND THE COST COM-

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PARISONS BETWEEN NEW AND USED AIRCRAFT ARE ADEQUATELY

EXPLAINED IN REF (C), WHICH YOU INDICATED WOULD IMPRESS THE JORDANIANS (WHO WERE ON THE POINT OF SIGNING THE LOA AT THE TIME OF THE SECRETARY'S VISIT). AS REQUESTED, WE AUTHORIZE YOU TO PRESENT THE INFORMATION IN REF (C) TO THE GOJ WHEN YOU DISCUSS THIS MATTER WITH THEM.

3. YOU SHOULD URGE THE GOJ TO SIGN THE C-130 LOA AS SOON

AS POSSIBLE. THE LOA WILL EXPIRE OCTOBER 20, AND WHILE THERE WOULD BE NO DIFFICULTY IN GETTING THE LOA EXTENDED, AN EXTENSION WOULD RUN THE RISK OF PRICES GOING EVEN HIGHER THAN THOSE IN THE PRESENT LOA. THIS COULD OCCUR BECAUSE OF A RISE IN THE REPLACEMENT COST OF A C-130H, WHICH, AS YOU RECALL, IS ONE OF THE BASES FOR CALCULATING THE PRICE OF OLDER NON-EXCESS AIRCRAFT. WE SEE NO ADVANTAGE TO THE GOJ IN FURTHER DELAY IN SIGNING LOA.

4. FYI. REGARDING YOUR PROPOSAL IN REF (A), WE ARE LOOKING INTO IT. IN THE MEANWHILE THERE IS NOTHING TO PRECLUDE THE GOJ SIGNING THE PRESENT LOA AND THEN LATER AMENDING IT. WE ARE ALSO WORKING ON OTHER OUTSTANDING ISSUES BUT ARE NOT YET IN POSITION TO RESPOND. END FYI.

INGERSOLL

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** MILITARY SALES, TRANSPORT AIRCRAFT  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 18 OCT 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** KelleyW0  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Document Number:** 1975STATE248465  
**Document Source:** CORE  
**Document Unique ID:** 00  
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**Enclosure:** n/a  
**Executive Order:** X3  
**Errors:** N/A  
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**Original Handling Restrictions:** n/a  
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**Previous Handling Restrictions:** n/a  
**Reference:** 75 AMMAN 6880, 75 AMMAN 6778, 75 STATE 236537  
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**Review Authority:** KelleyW0  
**Review Comment:** n/a  
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**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** -130 SALE  
**TAGS:** MASS, JO, US  
**To:** AMMAN  
**Type:** TE  
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